

Subject card

Subject name and code	Negotiations in International Business, PG_00172438						
Field of study	International Economic Relations						
Date of commencement of studies	October 2025		Academic year of realisation of subject		2027/2028		
Education level	Bachelor's studies		Subject group		Obligatory subject group in the field of study		
Mode of study	full-time studies		Mode of delivery		at the university		
Year of study	3		Language of instruction		Polish		
Semester of study	6		ECTS credits		1.0		
Learning profile	academic		Assessment form				
Conducting unit	Division of Global Economy -> Department of Maritime Transport and Seaborne Trade -> Faculty of Economics -> Rector						
Name and surname of lecturer (lecturers)	Subject supervisor		dr Jacek Grodzicki				
	Teachers						
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	15.0	0.0	0.0	0.0	0.0	15
	E-learning hours included: 0.0						
Learning activity and number of study hours	Learning activity	Participation in didactic classes included in study plan		Participation in consultation hours		Self-study	SUM
	Number of study hours	15		5.0		5.0	25
Subject objectives	To familiarize the student with the elements of the international negotiation process						
Learning outcomes	Course outcome		Subject outcome		Method of verification		
	[MSGL3_U06] can identify selected risks related to international operations of enterprises and assess their consequences correctly		Has knowledge of cultural differences The student discusses concerns during consultations with the instructor		[SU1] oral statement/conversation/discussion		
	[MSGL3_K05] correctly identifies, diagnoses and solves dilemmas and various options of solutions related to the profession		Able to make decisions		[SK8] observation of student's independent or team work		
	[MSGL3_K01] is ready to recognise the importance of knowledge in the field of economics in the process of identifying and solving economic problems and to consult experts in case of difficulties in solving them independently		Has knowledge of the decision-making proces		[SK1] oral statement/conversation/discussion		
	[MSGL3_W07] knows and understands types of economic ties and regularities governing them, including the principles of functioning of the market and the market mechanism, both in the national and international aspect		Able to analyze the information at hand		[SW1] oral statement/conversation/discussion		
	[MSGL3_U14] can interact and work in a team (including an international one), taking various roles within it		Is able to work in a group		[SU8] observation of student's independent or team work		
Subject contents	The nature of social communication- Barriers to communication- Stereotypes and prejudices- Cross-cultural differences. The process of international negotiations						

Prerequisites and co-requisites			
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
		0.0%	100.0%
Recommended reading	Basic literature	M.Chmielecki., Techniki negocjacji i wywierania wpływu, OnePress, 2022	
	Supplementary literature	R. Fisher, B.Patton, W. Ury, Dochodząc do TAK, PWE, Warszawa 2016	
	eResources addresses		
Example issues/ example questions/ tasks being completed			
Work placement	Not applicable		

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